

12th Annual SADBOC Government Procurement Fair

May 4, 2011
Earle Brown Heritage Center
Brooklyn Center, MN

Wednesday, May 4, 2011
9:00 a.m. - 3:00 p.m.

Earle Brown Heritage Center
6155 Earle Brown Drive
Brooklyn Center, MN

Get a piece of the action!

Small businesses interested in doing business with government agencies and prime contractors are encouraged to attend this Trade Fair.

Coupling education with marketing strategies, this event will provide small businesses an opportunity to meet with representatives from Federal, State and local departments, commercial/prime contractors, and nonprofit organizations; access available technical assistance; and learn about upcoming contracts.

The 12th Annual SADBOC Government Procurement Fair is sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunity Council, in cooperation with PTAC and the U.S. Small Business Administration.

*Sponsored by the
Federal Executive
Board of Minnesota*



Matchmaking

Small businesses have the opportunity to be matched with a government or corporate buyer interested in their particular product/service.

**Online registration for a 10 minute
appointment begins April 1**

www.sba.gov/mn (Click on the Events Calendar)

Matchmaking will close April 29

Matches will be posted on SBA website on May 2 at www.sba.gov/mn

*Sponsored by the Federal Executive Board of
Minnesota, in cooperation with Procurement
Technical Assistance Center and U.S. Small
Business Administration*



Registration Information

Cost: FREE (registration required)

Register at: www.sba.gov/mn (Click on the Events Calendar)

Questions: 612.370.2314 or randall.czaia@sba.gov

Agenda

8:30 a.m.	Registration
9:00 a.m. - 3:00 p.m.	Trade Fair
9:00 a.m. - 12:00 p.m.	Workshops
12:30 p.m. - 3:00 p.m.	Matchmaking

Exhibiting Organizations

Federal

Air Force Reserve 934th Airlift Wing, Army Corps of Engineers, Fish and Wildlife Service, General Services Administration (GSA), Small Business Administration (SBA), USDA Animal Health Inspection Service, Veteran's Administration, US DOT SBTRC, U.S. Forest Service, Grand Forks Air Force Base, USDA Agricultural Research Service, USDA Natural Resources Conservation Service, VA Center for Veteran Enterprise, and Small Business Administration (SBA)

State/Local

City of St. Paul, Hennepin County, Metropolitan Airports Commission (MAC), Metropolitan Council, Minneapolis Public Housing Agency (MPHA), MN Dept. of Transportation, Ramsey County, MN Materials Management, and University of Minnesota

Commercial/Prime Contractors

3M, Fastenal, General Dynamics, Express Scripts, Cummins, Medtronic, MTS Systems, Redwing Shoe Company, PAR Systems, Eaton, Stanley Consulting, Short Elliot and Hendrickson (SEH), Tesero Refining and Marketing Company, HGA Architects and Engineers, Lockheed Martin, Ryan Companies US, Inc., Woodward Company, and Imation

Nonprofit Organizations

Association Women Contractors (AWC), Metropolitan Economic Development Association (MEDA), Midwest Minority Supplier Development Council (MMSDC), National Association Purchasing Managers (NAPM), MN Procurement Technical Assistance Center (PTAC), Federal Reserve Bank, Women's Business Development Center-MN (WBDC), Wisconsin Business Procurement Assistance Center (BPAC) and National Contract Management (NCMA)

Workshops

The Basics of Selling to the Government -

Procurement Technical Assistance Center – MN PTAC

Certification Panel - Midwest Minority Supplier Development Council, Women's Business Development Center – MN, CERT, Metropolitan Airports Commission, SBA and the State of Minnesota

Understanding GSA's Multiple Awards

Schedules - General Services Administration (GSA)

Subcontracting Program and Subcontracting

Plan Reviews - U.S. Army Corps of Engineers

Contracting for Veteran and Service Disabled

Veteran Owned Small Businesses - U.S. Department of Veterans Affairs - Center for Veterans Enterprise

8(a) Business Development Orientation - Small Business Administration (SBA)

Doing Business with Prime Contractors - General Dynamics and HGA

SBA Financial Programs Overview - Small Business Administration (SBA)

Selling to the State of Minnesota - MN Department of Administration

Teaming Agreements & Joint Ventures: Building Successful Contracting Teams - Eckland & Blando LLP

The Top Ten Types of Claims that Contractors Should not Shy Away from Litigating - Eckland & Blando LLP

Opportunities in Advanced Defense Technologies - Defense Alliance

Basics of the SBIR/STTR Federal Research & Development Funding Programs - Minnesota Science and Technology Authority

Government Contracting Registrations - Minnesota Procurement Technical Assistance Center (PTAC)

Woman-Owned Small Business Program - Small Business Administration (SBA)

Selling to DLA Buying Centers - Wisconsin Business Procurement Assistance Center (BPAC)

Doing Business with the Air Force - Grand Forks Air Force Base

General Information

Randy Czaia (SBA) at 612.370.2314 or randall.czaia@sba.gov - www.sba.gov/mn

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